



Professional Series Pre-Course Work

*Interview your Direct Supervisor in order to answer the following questions.*

1. What do you want me (the student) to learn or achieve from the NADA Management Professional course?

More information on mastering the 3 day close.

Better understanding of financial statement analysis.

2. What would you like me to bring back to the workplace as a result of this training?

Ideas on how to better improve our processes and procedures.

That 3 day close still sounds interesting.

3. How will what I learn in the program be shared with the rest of the team (if applicable)?

By providing group feedback of the information given and seeing how it could be applied to our support center.

4. How will what I learn be integrated into day-to-day work upon return?

That would be unknown until we know exactly what is learned in the course.



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5. In your role as a Direct Supervisor, what three things challenge you the most?

1. Consistency
2. Employees critical thinking and problem solving skills
3. Managing priorities

Self-reflect on the following question:

1. What is my purpose for attending this course?

- Better understanding of calculating financial data & estimates
- confidence in leadership skills

Thank you for your participation! See you in the course.